

### **That Left a Mark: ADR Series Part 3**

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Although publications in journals that are strategically targeted by the College and the Units is the best evidence of research accomplishment, the current Strategic Plan for Research and Scholarship seeks to expand what constitutes evidence for research accomplishment. For example, with the wisdom granted by time, some publications clearly have a higher impact than others as measured by citation counts -- including some (NFT) journals that may fall out of our strategic list of journals (FT\*, NFT\*, FT50).

Hence, in Part 3 of this series, we want to highlight the two highest cited papers that came out of each Unit in 2017 according to the Web of Science. We chose this period because it gives the article a full five years to accumulate citations (2018-2022) and we grounded this within the units because there are such strong disciplinary norms for how citations are employed. The papers highlighted below are shaping their discipline beyond the norm, and in 11 out of 12 cases, the papers were published in journals that are targeted by the Units and the College, somewhat validating our targeted set of journals.

#### **AIS**

Bronson, Scott N.; Ghosh, Alope; **Hogan, Chris E.** (2017). Audit fee differential, audit effort, and litigation risk: An examination of ADR firms. *Contemporary Accounting Research*, 34(1), 83-117. (37 citations)

**Pentland, Brian T.**; Recker, Jan; Wyner, George. (2017). Rediscovering handoffs. *Academy of Management Discoveries*, 3(3), 384-301. (22 citations)

#### **FIN**

Goldstein, Itay; **Jiang, Hao**; Ng, David T. (2017). Investor flows and fragility in corporate bond funds. *Journal of Financial Economics*, 126(3), 592-613. (121 citations)

Da, Zhi; Huang, Dayong; **Yun, Hayong.** (2017). Industrial electricity usage and stock returns. *Journal of Financial and Quantitative Analysis*, 52(1) 37-69. (17 citations)

#### **HB**

**Zhang, Lu**; Hanks, Lydia. (2017). Consumer skepticism towards CSR messages: The joint effects of processing fluency, individuals' need for cognition and mood. *International Journal of Contemporary Hospitality Management*, 29(8), 2070-2084. (35 citations)

**Kim, MiRan**; Choi, Laee; **Knutson, Bonnie J.**; **Borchgrevink, Carl P.** (2017). Hotel employees' organizational behaviors from cross-national perspectives. *International Journal of Contemporary Hospitality Management*, 29(12), 3082-3100. (15 citations)

#### **MGT**

Mathieu, John E.; **Hollenbeck, John R.**; van Knippenberg, Daan; Ilgen, Daniel R. (2017). A Century of Work Teams in the Journal of Applied Psychology. *Journal of Applied Psychology*, 102(3), 452-467. (272 citations)

Parker, Sharon K.; **Morgeson, Frederick P.**; Johns, Gary. (2017). One Hundred Years of Work Design Research: Looking Back and Looking Forward. *Journal of Applied Psychology*, 102(3), 403-420. (204 citations)

## **MKT**

Hair, Joseph F.; **Hult, G. Tomas M.**; Ringle, Christian M.; Sarstedt, Marko; Thiele, Kai Oliver. (2017). Do managers know what their customers think and why? *Journal of the Academy of Marketing Science*, 45(5), 616-632. (891 citations).

**Hult, G. Tomas M.**; **Morgeson, Forrest V., III**; Morgan, Neil A.; Mithas, Sunil; Fornell, Claes. (2017). You gotta serve somebody: the effects of firm innovation on customer satisfaction and firm value. *Journal of the Academy of Marketing Science*, 45(1), 37-54. (68 citations)

## **SCM**

Calantone, Roger; **Whipple, Judith M.**; Wang, Joyce (Feng); Sardashti, Hanieh; **Miller, Jason W.** (2017). A Primer on Moderated Mediation Analysis: Exploring Logistics Involvement in New Product Development. *Journal of Business Logistics*, 38(3), 151-169. (42 citations)

Turkulainen, Virpi; Roh, Joseph; **Whipple, Judith M.**; Swink, Morgan. (2017). Managing Internal Supply Chain Integration: Integration Mechanisms and Requirements. *Journal of Business Logistics*, 38(4), 291-309. (35 citations)